TSE 1st Section: Code No. 4921

October 2015 Monthly Sales Data

Yokohama, November 20, 2015—FANCL CORPORATION ("FANCL"), one of Japan's leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for October 2015. This data is provided as part of FANCL's commitment to the timely disclosure of Company information for investors and other stakeholders.

Consolidated net sales for October 2015 and October 2014

[Million yen; %]	**October 2015**	**% of total sales**	October 2014	% of total sales	**% change**
Cosmetics	**4,446**	**59.5**	3,877	60.3	**14.7**
Nutritional Supplements	**2,424**	**32.5**	1,956	30.4	**23.9**
Others	**598**	**8.0**	598	9.3	**- 0.0**
Total	**7,469**	**100.0**	6,432	100.0	**16.1**

Consolidated net sales to date (April 1, 2015 to October 31, 2015) for the fiscal year ending March 31, 2016

[Million yen; %]	**April 2015 — October 2015**	**% of total sales**	April 2014 — October 2014	% of total sales	**% change**
Cosmetics	**30,436**	**60.1**	25,935	60.4	**17.4**
Nutritional Supplements	**16,194**	**32.0**	13,121	30.5	**23.4**
Others	**4,031**	**7.9**	3,917	9.1	**2.9**
Total	**50,662**	**100.0**	42,974	100.0	**17.9**

Note 1: The Others business segment includes sales of *Hatsuga Genmai* (germinated brown rice), kale juice, *Kaiteki Hadagi* comfort undergarments and household sundries.
Note 2: US subsidiary, FANCL International,Inc., and boscia,LLC will be consolidated from FY2016.

Sales by business segment

- Overall sales in the Cosmetics business increased 14.7% to ¥4,446 million.

  The following is the breakdown by brand segment
  FANCL Cosmetics : increased 9.9% to ¥3,591 million
  ATTENIR Cosmetics : increased 6.7% to ¥588 million
  boscia : ¥199 million (consolidated from FY2016)
  Other : increased 15.5% to ¥67 million

- Sales in the Nutritional Supplements business increased 23.9% to ¥2,424 million.

- Sales in Other businesses decreased 0.0% to ¥598 million.

  The following is the breakdown by business segment
  Hatsuga Genmai (germinated brown rice) Business : increased 8.8% to ¥212 million
  Kale Juice Business : increased 5.2% to ¥244million

Sales network

	Number of stores as of October 31, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	―	- 3
FANCL Health House	3	―	+ 1
FANCL Hybrid Shop	51	+ 2	+ 42
FANCL Shop	60	- 1	- 21
FANCL House	37	―	- 13
FANCL House J	14	―	- 5
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**168**	+ 1	+ 1
ATTENIR Shop	16	―	―

+ + Ends + +

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